

Message Text

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P 042114Z MAR 75

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI PRIORITY

INFO AMEMBASSY THE HAGUE PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, IZ

SUBJECT: PRODUCT OPPORTUNITY: ABU DHABI WATER PIPELINE

--- PROJECT

REF: ABU DHABI 0346

1. USDOC WORKING CLOSE WITH U.S. GROUP - HOWARD-HARBERT AND AMERICAN, WHOSE REPRESENTATIVES PLAN TO BE IN ABU DHABI ABOUT MID-MARCH. ENGINEERS PLAN TO SUBMIT RECOMMENDATIONS TO MINISTRY ON MARCH 12. MINISTRY WILL PROBABLY TAKE 3 TO 4 WEEKS TO FINALIZE DECISION. GROUP PLANS TO STAY THE ENTIRE TIME TO ASSURE THEIR SUCCESS.

2. MR. PAUL GREEN OF AMERICAN LEAVING TODAY TO THE HAGUE FOR MEETING WITH MR. ABDULLAH OF TOBADIN ENGINEERS (TELEPHONE 070/814881) TO DISCUSS THEIR BIDS.

3. FROM PRIVILEGED INFORMATION RECEIVED, IT APPEARS JAPANESE FIRM SUBMITTED AN ALTERNATE BID OF ABOUT 5 MILLION
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DOLLARS LESS BUT TAKING EXCEPTION TO SPECIFICATION AS TO

PIPE THICKNESS AND OTHER QUALITY. THIS BID WAS MADE THRU
A LEBANESE FIRM OF C.C.C. PROBABLY YOUR REFTEL ITEM (A).

4. U.S. GROUP ARE LOW IN ACCORDANCE WITH SPECIFICATION
EXCEPT FOR REFERENCED LEBANESE/JAPANESE BID TAKING EXCEP-
TIONS AS STATED.
IONS AS STATED.

5. REQUEST ALL POSSIBLE ASSISTANCE BE GIVEN TO INFLUENCE
U.S. SOURCE. MR. PAUL GREEN WILL BE AT THE HAGUE TILL
FRIDAY MORNING AND MAY BE CONTACTED THROUGH TOBADIN AND
AMEMBASSY TO COME TO ABU DHABI FROM THE HAGUE IF YOU
DEEM IT ADVISABLE. OTHERWISE ADVISE ALSO IF THE GROUP
SHOULD GO TO ABU DHABI EARLIER THAN PLANNED.

6. FYI, JAPANESE HAVE IN THE PAST SUBMITTED LOWER BIDS
WITH EXCEPTIONS TO INFLUENCE DECISION THEN AFTER SECURING
CONTRACT OPEN RENEGOTIATIONS. END FYI. KISSINGER

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